

STATE OF ILLINOIS  
ILLINOIS COMMERCE COMMISSION

|                                                    |   |         |
|----------------------------------------------------|---|---------|
| Ambit Energy, L.P.                                 | ) |         |
|                                                    | ) | 08-0220 |
|                                                    | ) |         |
| Application for Certificate of Petition to Service | ) |         |
| Authority under Section 19-110 of the Public       | ) |         |
| Utilities Act                                      | ) |         |

AFFIDAVIT OF AIMEE GENDUSA-ENGLISH

AIMEE GENDUSA-ENGLISH, being duly sworn, states as follows:

1. My name is Aimee Gendusa-English. I am the Senior Consumer Rights Counselor at the Citizens Utility Board. My business address is 208 S. La Salle St., Ste. 1760, Chicago, Illinois, 60604.
2. On Wednesday, February 19, 2008, I attended the Ambit Energy Recruitment Seminar at Crowne Plaza O'Hare from 7 p.m. to 9 p.m. The meeting was officially held by a local Ambit Sales Representative named Rick Geraci.
3. The presentation was conducted by a special guest: an Ambit "National Consultant" named Carlos Marin who formerly worked at Amway. The following describes what was told to the meeting attendants:
  - i. Ambit is growing at a rate of 20% per month every month. At that rate with \$300 million in sales right now they will have \$500 million within this year.
  - ii. Ambit is currently "launching" in Illinois and once they have "launched" Illinois will be their third market. When they launch Ambit will guarantee customers savings of at least 1% over Nicor in writing.
  - iii. They are currently "set up" with Nicor and are working on getting "set up" with Peoples Gas. They selected Nicor first because it has 2.1 million potential customers worth \$2.4 billion in potential sales. The average Nicor bill is \$100 per month and 90% of customers have NOT been switched.
  - iv. In Illinois de-regulation is handled through the "incumbents" like Nicor. That's why Ambit currently "working on Peoples" and "are not dealing with the state."
  - v. We were told that there was no requirement in Illinois to post prices in advance, so consumers have no advance warning about gas prices until they get their bill.
  - vi. Ambit customers will also receive travel benefits, which include: a free gift just for enrolling of 3 days, 2 nights in a tropical resort, monthly travel reward points of 1

point per therm of gas used, and a 5 day cruise for any customer that refers 5 other customers.

- vii. To become an Ambit consultant a person must pay a onetime fee of \$399 plus \$24.95 per month for your personal Ambit website. We were also told that we could become a “pre-launch consultant” for a refundable deposit of just \$39. Ambit will then notify us when they launch and we will have 72 hours to decide – either pay the remainder of the \$399 or get a refund on the \$39.
- viii. Ambit consultants earn money as follows: They get \$100 for signing up 4 customers within 4 weeks, they get another \$100 for every new consultant they recruit, and they get \$.05 per therm consumed by their customers.
- ix. The speaker suggested that, in order to earn your first \$100, we get two “free” points for signing up as a consultant, you enroll with Ambit as a customer, and you find one friend or relative to be the 4<sup>th</sup> “point”. He said you go to that person and you say “Mom, do you love me? Do you want to help me start my new business?”
- x. You advance from “Marketing Consultant” to “Senior Consultant” after recruiting 6 people. After a certain amount of recruits you become an “Executive Consultant” and finally “National Consultant”. You also get additional residuals on the customers signed up by those you recruit and those recruited by those you recruited and so forth.
- xi. We were told not to worry about it if we do not understand “this deregulation stuff yet” because we can just direct potential customers to watch the video on our website, and we can have whoever recruited us do a conference call with the potential customer and we can listen while the more experienced consultant answers their questions.

Further Affiant sayeth not

Aimee Gendusa-English

Subscribed and sworn to before me this 28<sup>th</sup> day of March, 2008.

Jessica R. Falk  
Notary Public

